

INTERNATIONAL ENERGY PROJECT FINANCING CONFERENCE
AGENDA
APRIL 18, 2002
Pan-Pacific Hotel, San Francisco, CA

Morning Session

- 8:00 a.m. Conference Registration
- 9:00 a.m. Introduction
- 9:10 a.m. **Patrick Mulcahy**, President
 Team China
 Special issues in structuring international project financing – Yiyang
 Sunshine Power Company, Luopang City, Henan China. (Case Study)
- 9:35 a.m. **George Sorenson**, Chairman
 FondElec Group, Inc.
 The energy efficiency market in developing economies in Central and
 Eastern Europe and Latin America. Discussion of funding opportunities
 and specific projects in the region.
- 10:00 a.m. Questions and Answers
- 10:15 a.m. Break
- 10:30 a.m. **Brad Johnson**, Esquire
 Duane and Morse Law Firm
 Experience in developing pool financing programs for energy efficiency in
 developing countries. Discussion of the pros and cons of equity and debt
 financing.
- 10:55 a.m. **Scott D. Storment**, Senior Program Development Officer
 North American Development Bank
 How lenders establish parameters for financing and evaluate project
 structures and credit issues.
- 11:20 a.m. **Marc Stuart**, Director
 EcoSecurities, Ltd.
 The role of emissions trading in international energy project financing as a
 credit enhancement strategy.
- 11:45 a.m. Questions and Answers

12 noon Luncheon
Luncheon Speaker
State Treasurer Philip Angelides (*invited*)

Afternoon Session

1:30 p.m. **Erik Layman**, President
Layman Energy Associates, Inc.
Successful strategies for integrating public and private sources of funds for development of a geothermal power project in the Republic of Vanuatu.

1:55 p.m. **Rick Renner**, President and Chief Operating Officer
Econergy International Corporation
EIC's strategies for financing energy efficiency projects. Techniques and strategies for project enhancement and new equity funds for emerging markets.

2:20 p.m. Questions and answers

2:35 p.m. Break

2:50 p.m. **Ron Nechemia**, President
EurOrient
EurOrient Merchant Banking Group's international and utility funds in developed and emerging markets. New portfolio funds for energy projects.

3:15 p.m. **Terance Darby**
Dresdner Bank
Debt/Equity financing of projects under \$100 million - what key parameter institutions are looking for in small projects. Dresdner Bank's perspectives on specific emerging markets/regions. Will provide examples of recently funded projects.

3:35 p.m. Questions and Answers

3:50 p.m. Closing Comments

4:00 p.m. Adjourn

**2002 INTERNATIONAL ENERGY PROJECT FINANCING
CONFERENCE REGISTRATION
Pan Pacific Hotel, San Francisco, CA**

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You may reserve a space at this conference by phone or fax, however, your registration is only valid upon receipt of payment. If you choose not to pay by credit card, please attach your check* or money order to the registration form. Refunds will not be given after April 8, 2002. Mail registration and payment to:

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